

Federal Biobased Products Preferred Procurement Program (FB4P) Process for Industry Investigation

Designation Item

This section details the item that has been investigated for designation in the FB4P.

Item Investigated: Penetrating Lubricants

Item Description: Penetrating lubricants represent that group of products formulated for use in a wide variety of industrial and domestic applications requiring light lubrication including frozen nuts and bolts, power tools, gears, valves, chains and cables. Penetrating lubricants are typically multifunctional products providing lubrication in close tolerant areas, as well as acting as corrosion inhibitors for both internal and external applications.

Industry Investigation

There are four main sources of information used to gather data about items for designation. These include Internet search engines, the Thomas Register, industry associations, and biobased industry contacts. Each of these sources provides different results. The Internet search engines and the Thomas Register provide many results when a keyword is entered. However, when investigating products through the industry associations and biobased industry contacts, the results tend to be product or company specific. A lengthy, but thorough list of biobased companies which product the designation item can be developed best by utilizing all four information sources.

Internet Search Engines

When searching the Internet, each search engine utilizes a different algorithm to find related topics. To maximize results and ensure correct data, keywords are entered into several search engines. Primary search engines include Google, Yahoo, WebCrawler and Meta Crawler.

Search Engine	Keywords	Results
Google	Biobased Penetrating Lubricants Biobased Penetrating Oils	www.energetixx.com www.egreenpro.com www.renewablelube.com
Yahoo	See above	www.cortecvci.com www.egreenrenew.com
Vivisimo	See above	www.criticalcleaning.com
Alta Vista	See above	www.eastwoodco.com

Thomas Register

The Thomas Register, a free web service found at <http://www.thomasregister.com/>, provides a database of over 173,000 companies that can be searched by company name, product name or keyword. Each result contains contact information and may also include other useful information such as a product catalog.

Keyword	Results
Biobased Penetrating Lubricants	www.huskey.com www.citgo.com www.dunbarsales.com www.howeslube.com

	www.hbind.com www.amrep.com www.kanolaboratories.com
Biobased Penetrating Oils	www.slideproducts.com www.creativecoatingsco.com www.aerospacelubricants.com

Industry Associations

Industry associations provide a good source to identify potential manufacturers, determine additional keywords for internet searches, and provide general descriptions of products within an item. Many associations maintain official websites with lists of member organizations and in some cases catalogs of available products.

Association Investigated / Contacted	Results
Biobased Manufacturers Association Independent Lubricant Manufacturers Association National Oil Recyclers Association	

Biobased Company Contacts

Company contacts come as a result of interaction with government officials, researchers, and industry representatives. FB4P staff follow-up on personal referrals or potential leads to possible biobased products.

Company	Contact Person	Results
Renewable Lubricants, Inc.	Ms. Jacqueline Garmier	Bio-Penetrating Lubricant/Corrosion Inhibitor/FR Bio-Penetrating Lubricant (BPL) Food Grade Bio Penetrating Lubricant (BPL)
Desilube Technology, Inc.	Dr. James King	Desigreen Penetrant
True Value Commercial Supply	Mr. Rusty Clayton	SoyClean Formula 6 SoyClean Penetrant Lubricant
Bi-O-Kleen Industries, Inc	Barry Firth	Soy Lube SL-100
Athea Laboratories	Mr. Steve Hipp	Private Label
Soy Clean	Mr. Kurt Brannian	SoyClean Penetrant & Lubricant
Panterra, Inc.	Mr. David Holst-Grubbe	PanTerra Penetrating Oil
Terresolve Technologies	Ms. Barbara Richardson	EnviroLogic 31

Conclusion

The results from the four information sources indicate that 14 manufacturing companies in the United States are currently producing Penetrating Lubricants that may be considered for inclusion in the Federal Biobased Products Preferred Procurement Program.